

Message Text

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42

ACTION NEA-09

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FM AMEMBASSY ABU DHABI

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC PRIORITY 2094

UNCLAS ABU DHABI 1327

E.O. 11652: N/A

TAGS: BDIS, TC

SUBJECT: REQUEST FOR SERVICE FOR ABU DHABI TELEX EXCHANGE

1. DIRECTOR, ABU DHABI TELEPHONE AND TELEGRAPH COMPANY (ADTT) HAS REQUESTED EMBASSY ASSISTANCE IN CLARIFYING STATUS OF WORK OF FREDERICKS ELECTRONICS, FREDERICK, MARYLAND. FREDERICKS HAS CONTACTED WITH ADTT AND CABLE AND WIRELESS LTD. FOR SUPPLY AND INSTALLATION OF AUTOMATIC TELEX EXCHANGES FOR ABU DHABI AND DUBAI RESPECTIVELY. DUBAI SYSTEM IN OPERATION SEPTEMBER 1, BUT ABU DHABI SYSTEM STILL WAITING ARRIVAL FREDERICKS ENGINEERS.

2. ALTHOUGH BOTH MACHINES ARRIVED IN UAE TOGETHER AND BOTH SYSTEMS WERE TO GO INTO OPERATION SIMULTANEOUSLY, ONLY DUBAI SYSTEM OPERATING AND DREDERICKS TECHNICAL TEAM HAS LEFT COUNTRY. SINCE THEN ADTT HAS RECEIVED NO RESPONSE TO ITS INQUIRIES ABOUT FREDERICKS' PLANS TO RETURN AND INSTALL ABU DHABI SYSTEM.

3. ACTION REQUESTED: PLS CALL FREDERICKS ELECTRONICS (PRESIDENT: MARV LEKSTRUN; CHIEF ENGINEER; DAN HOOVER; PROJECT ENGINEER: RAY HOFFMAN) AND ASK THE FOLLOWING:

A. WHEN WILL HOFFMAN AND HIS GROUP RETURN TO ABU DHABI TO COMPLETE INSTALLATION?

B. HOW LONG WILL IT TAKE BEFORE ABU DHABI TELEX EXCHANGE READY FOR SERVICE?

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4. COMMENT: ALTHOUGH THIS NOT LARGE CONTRACT
(CA. \$500,000/SYSTEM), EMASSY CONSIDERS FREDERICKS
PERFORMANCE VERY IMPORTANT FOR FUTURE OF US SALES IN EXPANDING
UAE TELECOMMUNICATIONS EQUIPMENT MARKET.
COMMUNICATION SYSTEMS IN UAE
HAVE BEEN USING MOSTLY UK EQUIPMENT, AND THIS IS ONE OF
FIRST MAJOR PURCHASES FOR USA. ADTT IS VERY PLEASED
WITH FREDERICKS EQUIPMENT WHICH IS BOTH TECHNICALLY MORE
ADVANCED AND CHEAPER THAN WHAT BRITISH COMPANIES CAN
OFFER. HOWEVER, ADTT DIRECTOR UNDER PRESSURE TO INSTALL
NEW SYSTEM, AND IS SLIGHTLY MIFFED AT FREDERICJA LACK OF
RESPONSE TO HIS INQUIRIES.
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